



Illinois Natural Gas™

1731 Central Street  
Evanston, IL 60201

Phone: (847) 491-9801  
Fax: (847) 491-9801

December 21, 2004

**VIA FIRST CLASS MAIL & FAX TO 312-236-7516**

Mr. William A. Borders, Esq.  
Piper Rudnick LLP.  
203 N. LaSalle Street, Suite 1800  
Chicago, IL 60601-1293

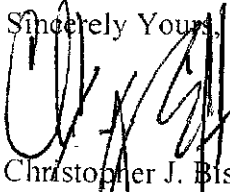
**RE: ILLINOIS NATURAL GAS**

Dear Mr. Borders:

To date, there has been no response to my letter of November 30, 2004, in which I formally notified you that your client, Illinois Natural Gas Savings Corporation, d/b/a Illinois Natural Gas Corporation's proposed commercial use of a name, confusingly similar to our long established trade name and service mark, ILLINOIS NATURAL GAS, is problematic. A copy of my previous correspondence is enclosed.

While it can be reasonably interpreted and assumed by your lack of response that your client does not take issue with any of the points raised in my letter, the courtesy of your immediate reply is requested. In this regard, I look forward to hearing back from you.

Sincerely Yours,

  
Christopher J. Bischoff  
CJB/ml

Enclosure

**EXHIBIT**

**B**



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**RE: ILLINOIS NATURAL GAS**

Dear Mr. Borders:

This letter shall further our phone conversation of November 19, 2004, concerning your client, Illinois Natural Gas Savings Corporation, d/b/a Illinois Natural Gas Corporation, and their proposed commercial use of a name that is confusingly similar to our long established trade name and service mark, ILLINOIS NATURAL GAS.

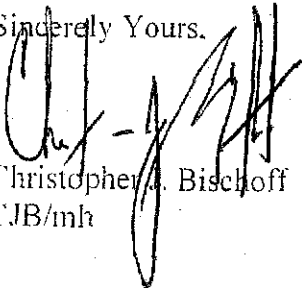
Since 1989, Illinois Natural Gas has continuously and exclusively used the name ILLINOIS NATURAL GAS as both a *trade name* and a *service mark* to identify the company as the source of natural gas marketing and brokerage services, natural gas consulting services, and energy savings services. Illinois Natural Gas has continuously been listed in the phone book and Crain's Chicago Business' Energy Providers Guide.

It has recently come to our attention that Illinois Natural Gas Savings Corporation, plans to engage in the marketing, sale, and/or distribution of natural gas in the state of Illinois, using the name "*Illinois Natural Gas Corporation*" or a derivative thereof. We are concerned your client's use of an almost identical name in relation to the same or similar services as those provided by Illinois Natural Gas will cause consumers to be confused as to the source of goods or services. We are further concerned that consumers will be misled into believing there is an affiliation or sponsorship between Illinois Natural Gas and Illinois Natural Gas Savings Corporation, when in fact there is not.

Now that this matter has been brought to your attention, we ask that you please provide us with written assurance that your client will not engage in any commercial activities in the state of Illinois under the name Illinois Natural Gas Corporation, or any name similar thereto.

I look forward to hearing back from you, and ask that you respond to this letter on or before December 10, 2004. If in the meantime you wish to discuss this matter, please feel free to call me.

Sincerely Yours,

  
Christopher J. Bischoff  
CJB/mh

**EXHIBIT  
B**

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\*\*\* TX REPORT \*\*\*  
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TRANSMISSION OK

EXHIBIT  
B

TX/RX NO 3917  
CONNECTION TEL 13122367516  
SUBADDRESS  
CONNECTION ID  
ST. TIME 12/21 13:03  
USAGE T 00'51  
PGS. SENT 2  
RESULT OK



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